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IMS National Sales Perspectives: Retail, IMS National Sales Perspectives: Nc
Numbers Are In Thousands (000)s

		YEAR DEC/09 DOL TOT	YEAR DEC/09 EA TOT
Selected Market		72398	44.9
CROFAB	SMRY 1200 SAV	72061	44.7
NON-FEDERAL & FEDERAL HOSPITAL		68608	42.6
CROFAB	1200 SAV	68608	42.6
SAVAGE LABS		68608	42.6
CLINICS		3221	2
CROFAB	1200 SAV	3221	2
SAVAGE LABS		3221	2
INDEPENDENT		144	0.1
CROFAB	1200 SAV	144	0.1
SAVAGE LABS		144	0.1
CHAIN STORES		33	0
CROFAB	1200 SAV	33	0
SAVAGE LABS		33	0
LONG-TERM CARE		29	0
CROFAB	1200 SAV	29	0
SAVAGE LABS		29	0
HOME HEALTH CARE		16	0
CROFAB	1200 SAV	16	0
SAVAGE LABS		16	0
MAIL SERVICE		6	0
CROFAB	1200 SAV	6	0
SAVAGE LABS		6	0
MISC - OTHER		3	0
CROFAB	1200 SAV	3	0
SAVAGE LABS		3	0
HMO			
CROFAB	1200 SAV		
SAVAGE LABS			
MISC - PRISONS			
CROFAB	1200 SAV		
SAVAGE LABS			
MISC - UNIVERSITIES			
CROFAB	1200 SAV		
SAVAGE LABS			
ANTIVENIN	SMRY 0000 USA	337	0.2
NON-FEDERAL & FEDERAL HOSPITAL		299	0.2
ANTIVENIN	1181 PFZ	299	0.2
PFIZER		299	0.2
MISC - OTHER		38	0
ANTIVENIN	1181 PFZ	38	0
PFIZER		38	0
CLINICS			
ANTIVENIN	1181 PFZ		
PFIZER			
HMO			
ANTIVENIN	1181 PFZ		
PFIZER			
MISC - PRISONS			

ANTIVENIN 1181 PFZ
PFIZER
INDEPENDENT
ANTIVENIN 1181 PFZ
PFIZER
LONG-TERM CARE
ANTIVENIN 1181 PFZ
PFIZER

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Numbers Are In Thousands (000)s

		YEAR DEC/08 DOL TOT	YEAR DEC/08 EA TOT
Selected Market		55868	43.4
CROFAB	SMRY 1200 SAV	55207	43
NON-FEDERAL & FEDERAL HOSPITAL		52908	41.2
CROFAB	1200 SAV	52908	41.2
SAVAGE LABS		52908	41.2
CLINICS		2051	1.6
CROFAB	1200 SAV	2051	1.6
SAVAGE LABS		2051	1.6
INDEPENDENT		92	0.1
CROFAB	1200 SAV	92	0.1
SAVAGE LABS		92	0.1
CHAIN STORES		5	0
CROFAB	1200 SAV	5	0
SAVAGE LABS		5	0
LONG-TERM CARE		41	0
CROFAB	1200 SAV	41	0
SAVAGE LABS		41	0
HOME HEALTH CARE		59	0
CROFAB	1200 SAV	59	0
SAVAGE LABS		59	0
MAIL SERVICE			
CROFAB	1200 SAV		
SAVAGE LABS			
MISC - OTHER		44	0
CROFAB	1200 SAV	44	0
SAVAGE LABS		44	0
HMO			
CROFAB	1200 SAV		
SAVAGE LABS			
MISC - PRISONS			
CROFAB	1200 SAV		
SAVAGE LABS			
MISC - UNIVERSITIES		7	0
CROFAB	1200 SAV	7	0
SAVAGE LABS		7	0
ANTIVENIN	SMRY 0000 USA	661	0.5
NON-FEDERAL & FEDERAL HOSPITAL		630	0.4
ANTIVENIN	1181 PFZ	630	0.4
PFIZER		630	0.4
MISC - OTHER		30	0
ANTIVENIN	1181 PFZ	30	0
PFIZER		30	0
CLINICS		0	0
ANTIVENIN	1181 PFZ	0	0
PFIZER		0	0
HMO			
ANTIVENIN	1181 PFZ		
PFIZER			
MISC - PRISONS			

ANTIVENIN 1181 PFZ
PFIZER
INDEPENDENT
ANTIVENIN 1181 PFZ
PFIZER
LONG-TERM CARE
ANTIVENIN 1181 PFZ
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Numbers Are In Thousands (000)s

		YEAR DEC/07	YEAR DEC/07
		DOL TOT	EA TOT
Selected Market		54125	45.3
CROFAB	SMRY 1200 SAV	53247	44.6
NON-FEDERAL & FEDERAL HOSPITAL		51174	42.9
CROFAB	1200 SAV	51174	42.9
SAVAGE LABS		51174	42.9
CLINICS		1286	1.1
CROFAB	1200 SAV	1286	1.1
SAVAGE LABS		1286	1.1
INDEPENDENT		67	0.1
CROFAB	1200 SAV	67	0.1
SAVAGE LABS		67	0.1
CHAIN STORES		25	0
CROFAB	1200 SAV	25	0
SAVAGE LABS		25	0
LONG-TERM CARE		23	0
CROFAB	1200 SAV	23	0
SAVAGE LABS		23	0
HOME HEALTH CARE		12	0
CROFAB	1200 SAV	12	0
SAVAGE LABS		12	0
MAIL SERVICE			
CROFAB	1200 SAV		
SAVAGE LABS			
MISC - OTHER		29	0
CROFAB	1200 SAV	29	0
SAVAGE LABS		29	0
HMO		625	0.5
CROFAB	1200 SAV	625	0.5
SAVAGE LABS		625	0.5
MISC - PRISONS		7	0
CROFAB	1200 SAV	7	0
SAVAGE LABS		7	0
MISC - UNIVERSITIES			
CROFAB	1200 SAV		
SAVAGE LABS			
ANTIVENIN	SMRY 0000 USA	878	0.7
NON-FEDERAL & FEDERAL HOSPITAL		828	0.6
ANTIVENIN	1181 PFZ	828	0.6
PFIZER		828	0.6
MISC - OTHER		49	0
ANTIVENIN	1181 PFZ	49	0
PFIZER		49	0
CLINICS		0	0
ANTIVENIN	1181 PFZ	0	0
PFIZER		0	0
HMO			
ANTIVENIN	1181 PFZ		
PFIZER			
MISC - PRISONS			

ANTIVENIN 1181 PFZ
PFIZER
INDEPENDENT
ANTIVENIN 1181 PFZ
PFIZER
LONG-TERM CARE
ANTIVENIN 1181 PFZ
PFIZER

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		YEAR DEC/06	YEAR DEC/06
		DOL TOT	EA TOT
Selected Market			
CROFAB	SMRY 1200 SAV	47798	43.8
NON-FEDERAL & FEDERAL HOSPITAL		46221	42.3
CROFAB	1200 SAV	45317	41.4
SAVAGE LABS		45317	41.4
CLINICS		45317	41.4
CROFAB	1200 SAV	705	0.6
SAVAGE LABS		705	0.6
INDEPENDENT		705	0.6
CROFAB	1200 SAV	60	0.1
SAVAGE LABS		60	0.1
CHAIN STORES		60	0.1
CROFAB	1200 SAV	7	0
SAVAGE LABS		7	0
LONG-TERM CARE		18	0
CROFAB	1200 SAV	18	0
SAVAGE LABS		18	0
HOME HEALTH CARE		99	0.1
CROFAB	1200 SAV	99	0.1
SAVAGE LABS		99	0.1
MAIL SERVICE			
CROFAB	1200 SAV		
SAVAGE LABS			
MISC - OTHER		16	0
CROFAB	1200 SAV	16	0
SAVAGE LABS		16	0
HMO			
CROFAB	1200 SAV		
SAVAGE LABS			
MISC - PRISONS			
CROFAB	1200 SAV		
SAVAGE LABS			
MISC - UNIVERSITIES			
CROFAB	1200 SAV		
SAVAGE LABS			
ANTIVENIN	SMRY 0000 USA	1577	1.5
NON-FEDERAL & FEDERAL HOSPITAL		1253	1.2
ANTIVENIN	1181 PFZ	1253	1.2
PFIZER		1253	1.2
MISC - OTHER		34	0
ANTIVENIN	1181 PFZ	34	0
PFIZER		34	0
CLINICS		34	0
ANTIVENIN	1181 PFZ	5	0
PFIZER		5	0
HMO		284	0.3
ANTIVENIN	1181 PFZ	284	0.3
PFIZER		284	0.3
MISC - PRISONS			

ANTIVENIN	1181 PFZ		
PFIZER			
INDEPENDENT			
ANTIVENIN	1181 PFZ		
PFIZER			
LONG-TERM CARE			
ANTIVENIN	1181 PFZ	1	0
PFIZER		1	0
		1	0

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Numbers Are In Thousands (000)s

		YEAR DEC/05 DOL TOT	YEAR DEC/05 EA TOT
Selected Market		41843	41.4
CROFAB	SMRY 1200 SAV	39571	38.9
NON-FEDERAL & FEDERAL HOSPITAL		38180	37.5
CROFAB	1200 SAV	38180	37.5
SAVAGE LABS		38180	37.5
CLINICS		1084	1.1
CROFAB	1200 SAV	1084	1.1
SAVAGE LABS		1084	1.1
INDEPENDENT		33	0
CROFAB	1200 SAV	33	0
SAVAGE LABS		33	0
CHAIN STORES		6	0
CROFAB	1200 SAV	6	0
SAVAGE LABS		6	0
LONG-TERM CARE		22	0
CROFAB	1200 SAV	22	0
SAVAGE LABS		22	0
HOME HEALTH CARE		101	0.1
CROFAB	1200 SAV	101	0.1
SAVAGE LABS		101	0.1
MAIL SERVICE			
CROFAB	1200 SAV		
SAVAGE LABS			
MISC - OTHER		113	0.1
CROFAB	1200 SAV	113	0.1
SAVAGE LABS		113	0.1
HMO		21	0
CROFAB	1200 SAV	21	0
SAVAGE LABS		21	0
MISC - PRISONS		8	0
CROFAB	1200 SAV	8	0
SAVAGE LABS		8	0
MISC - UNIVERSITIES		2	0
CROFAB	1200 SAV	2	0
SAVAGE LABS		2	0
ANTIVENIN	SMRY 0000 USA	2271	2.5
NON-FEDERAL & FEDERAL HOSPITAL		1945	2.2
ANTIVENIN	1181 PFZ	1945	2.2
PFIZER		1945	2.2
MISC - OTHER		92	0.1
ANTIVENIN	1181 PFZ	92	0.1
PFIZER		92	0.1
CLINICS		6	0
ANTIVENIN	1181 PFZ	6	0
PFIZER		6	0
HMO		211	0.2
ANTIVENIN	1181 PFZ	211	0.2
PFIZER		211	0.2
MISC - PRISONS		13	0

ANTIVENIN	1181 PFZ	13	0
PFIZER		13	0
INDEPENDENT		4	0
ANTIVENIN	1181 PFZ	4	0
PFIZER		4	0
LONG-TERM CARE			
ANTIVENIN	1181 PFZ		
PFIZER			

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Numbers Are In Thousands (000)s**

		Tot Dollars CalYr/12/2004 (Thousands)	Tot Eaches CalYr/12/2004 (Thousands)
Selected Market			
CROFAB	SMRY 1200 SAV	36,298	40
Federal + Non Fed Facilities		34,100	38
CROFAB	SAV 00/12	32,922	36
SAVAGE LABS		32,922	36
HOME HEALTH CARE		410	0
CROFAB	SAV 00/12	410	0
SAVAGE LABS		410	0
CLINICS		370	0
CROFAB	SAV 00/12	370	0
SAVAGE LABS		370	0
INDEPENDENT		274	0
CROFAB	SAV 00/12	274	0
SAVAGE LABS		274	0
HMO		86	0
CROFAB	SAV 00/12	86	0
SAVAGE LABS		86	0
FOOD STORES		15	0
CROFAB	SAV 00/12	15	0
SAVAGE LABS		15	0
MISC - OTHER		14	0
CROFAB	SAV 00/12	14	0
SAVAGE LABS		14	0
MISC - PRISONS		6	0
CROFAB	SAV 00/12	6	0
SAVAGE LABS		6	0
LONG-TERM CARE		4	0
CROFAB	SAV 00/12	4	0
SAVAGE LABS		4	0
ANTIVENIN	SMRY 0000 USA	2,198	2
Federal + Non Fed Facilities		2,019	2
ANTIVENIN	PFZ 81/11	2,019	2
PFIZER		2,019	2
HMO		101	0
ANTIVENIN	PFZ 81/11	101	0
PFIZER		101	0
CLINICS		40	0
ANTIVENIN	PFZ 81/11	40	0
PFIZER		40	0
MISC - PRISONS		25	0
ANTIVENIN	PFZ 81/11	25	0
PFIZER		25	0
INDEPENDENT		11	0
ANTIVENIN	PFZ 81/11	11	0

PFIZER		11	0
MISC - OTHER		3	0
ANTIVENIN	PFZ 81/11	3	0
PFIZER		3	0

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Numbers Are In Thousands (000)**

		Tot Dollars CalYr/12/2003 (Thousands)	Tot Eaches CalYr/12/2003 (Thousands)
Selected Market		25,867	30
CROFAB	SMRY 1200 SAV	22,302	26
Federal + Non Fed Facilities		20,544	24
CROFAB	SAV 00/12	20,544	24
SAVAGE LABS		20,544	24
HOME HEALTH CARE		652	1
CROFAB	SAV 00/12	652	1
SAVAGE LABS		652	1
HMO		557	1
CROFAB	SAV 00/12	557	1
SAVAGE LABS		557	1
CLINICS		160	0
CROFAB	SAV 00/12	160	0
SAVAGE LABS		160	0
INDEPENDENT		143	0
CROFAB	SAV 00/12	143	0
SAVAGE LABS		143	0
LONG-TERM CARE		92	0
CROFAB	SAV 00/12	92	0
SAVAGE LABS		92	0
MISC - OTHER		94	0
CROFAB	SAV 00/12	94	0
SAVAGE LABS		94	0
MISC - PRISONS		40	0
CROFAB	SAV 00/12	40	0
SAVAGE LABS		40	0
CHAIN STORES		13	0
CROFAB	SAV 00/12	13	0
SAVAGE LABS		13	0
FOOD STORES		7	0
CROFAB	SAV 00/12	7	0
SAVAGE LABS		7	0
ANTIVENIN	SMRY 0000 USA	3,565	4
Federal + Non Fed Facilities		3,124	4
ANTIVENIN	WYE 81/11	3,124	4
WYETH-AYERST		3,124	4
HMO		114	0
ANTIVENIN	WYE 81/11	114	0
WYETH-AYERST		114	0
MAIL SERVICE		258	0
ANTIVENIN	WYE 81/11	258	0
WYETH-AYERST		258	0
MISC - OTHER		19	0
ANTIVENIN	WYE 81/11	19	0

WYETH-AYERST		19	0
CLINICS		8	0
ANTIVENIN	WYE 81/11	8	0
WYETH-AYERST		8	0
MISC - PRISONS		24	0
ANTIVENIN	WYE 81/11	24	0
WYETH-AYERST		24	0
INDEPENDENT		17	0
ANTIVENIN	WYE 81/11	17	0
WYETH-AYERST		17	0
LONG-TERM CARE		1	0
ANTIVENIN	WYE 81/11	1	0
WYETH-AYERST		1	0

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		Tot Dollars CalYr/12/2002 (Thousands)	Tot Eaches CalYr/12/2002 (Thousands)
Selected Market		15,261	21
CROFAB	SMRY 1200 SAV	13,622	17
Federal + Non Fed Facilities		13,060	17
CROFAB	SAV 00/12	13,060	17
SAVAGE LABS		13,060	17
HOME HEALTH CARE		224	0
CROFAB	SAV 00/12	224	0
SAVAGE LABS		224	0
CLINICS		139	0
CROFAB	SAV 00/12	139	0
SAVAGE LABS		139	0
LONG-TERM CARE		73	0
CROFAB	SAV 00/12	73	0
SAVAGE LABS		73	0
MISC - OTHER		62	0
CROFAB	SAV 00/12	62	0
SAVAGE LABS		62	0
INDEPENDENT		46	0
CROFAB	SAV 00/12	46	0
SAVAGE LABS		46	0
FOOD STORES		9	0
CROFAB	SAV 00/12	9	0
SAVAGE LABS		9	0
CHAIN STORES		4	0
CROFAB	SAV 00/12	4	0
SAVAGE LABS		4	0
MAIL SERVICE		3	0
CROFAB	SAV 00/12	3	0
SAVAGE LABS		3	0
MISC - PRISONS		2	0
CROFAB	SAV 00/12	2	0
SAVAGE LABS		2	0
ANTIVENIN	SMRY 0000 USA	1,640	4
Federal + Non Fed Facilities		1,588	3
ANTIVENIN	WYE 81/11	1,588	3
WYETH-AYERST		1,588	3
HMO		36	0
ANTIVENIN	WYE 81/11	36	0
WYETH-AYERST		36	0
CLINICS		13	0
ANTIVENIN	WYE 81/11	13	0
WYETH-AYERST		13	0
INDEPENDENT		2	0
ANTIVENIN	WYE 81/11	2	0

WYETH-AYERST	2	0
MISC - OTHER	1	0
ANTIVENIN	1	0
WYETH-AYERST	1	0

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		Tot Dollars CalYr/12/2001 (Thousands)	Tot Eaches CalYr/12/2001 (Thousands)
Selected Market		17,580	24
CROFAB	SMRY 1200 SAV	15,742	20
Federal + Non Fed Facilities		15,395	20
CROFAB	SAV 00/12	15,395	20
SAVAGE LABS		15,395	20
CLINICS		129	0
CROFAB	SAV 00/12	129	0
SAVAGE LABS		129	0
INDEPENDENT		96	0
CROFAB	SAV 00/12	96	0
SAVAGE LABS		96	0
HOME HEALTH CARE		59	0
CROFAB	SAV 00/12	59	0
SAVAGE LABS		59	0
FOOD STORES		18	0
CROFAB	SAV 00/12	18	0
SAVAGE LABS		18	0
MISC - PRISONS		20	0
CROFAB	SAV 00/12	20	0
SAVAGE LABS		20	0
HMO		9	0
CROFAB	SAV 00/12	9	0
SAVAGE LABS		9	0
CHAIN STORES		7	0
CROFAB	SAV 00/12	7	0
SAVAGE LABS		7	0
LONG-TERM CARE		5	0
CROFAB	SAV 00/12	5	0
SAVAGE LABS		5	0
MISC - OTHER		4	0
CROFAB	SAV 00/12	4	0
SAVAGE LABS		4	0
ANTIVENIN	SMRY 0000 USA	1,838	4
Federal + Non Fed Facilities		1,766	4
ANTIVENIN	WYE 81/11	1,766	4
WYETH-AYERST		1,766	4
CLINICS		32	0
ANTIVENIN	WYE 81/11	32	0
WYETH-AYERST		32	0
MISC - PRISONS		12	0
ANTIVENIN	WYE 81/11	12	0
WYETH-AYERST		12	0
HMO		9	0

ANTIVENIN	WYE 81/11	9	0
WYETH-AYERST		9	0
MISC - OTHER		6	0
ANTIVENIN	WYE 81/11	6	0
WYETH-AYERST		6	0
INDEPENDENT		8	0
ANTIVENIN	WYE 81/11	8	0
WYETH-AYERST		8	0
HOME HEALTH CARE		5	0
ANTIVENIN	WYE 81/11	5	0
WYETH-AYERST		5	0
CHAIN STORES		0	0
ANTIVENIN	WYE 81/11	0	0
WYETH-AYERST		0	0

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Numbers Are In Thousands (000)s**

		Tot Dollars CalYr/12/2000 (Thousands)	Tot Eaches CalYr/12/2000 (Thousands)
Selected Market			
ANTIVENIN	SMRY 0000 USA	8,264	21
Federal + Non Fed Facilities		8,221	21
ANTIVENIN	WYE 81/11	7,960	20
WYETH-AYERST		7,960	20
HMO		152	0
ANTIVENIN	WYE 81/11	152	0
WYETH-AYERST		152	0
CLINICS		49	0
ANTIVENIN	WYE 81/11	49	0
WYETH-AYERST		49	0
INDEPENDENT		25	0
ANTIVENIN	WYE 81/11	25	0
WYETH-AYERST		25	0
MISC - PRISONS		11	0
ANTIVENIN	WYE 81/11	11	0
WYETH-AYERST		11	0
MISC - OTHER		9	0
ANTIVENIN	WYE 81/11	9	0
WYETH-AYERST		9	0
CHAIN STORES		3	0
ANTIVENIN	WYE 81/11	3	0
WYETH-AYERST		3	0
HOME HEALTH CARE		2	0
ANTIVENIN	WYE 81/11	2	0
WYETH-AYERST		2	0
LONG-TERM CARE		3	0
ANTIVENIN	WYE 81/11	3	0
WYETH-AYERST		3	0
FOOD STORES		4	0
ANTIVENIN	WYE 81/11	4	0
WYETH-AYERST		4	0
MISC - UNIVERSITIES		2	0
ANTIVENIN	WYE 81/11	2	0
WYETH-AYERST		2	0
MAIL SERVICE		0	0
ANTIVENIN	WYE 81/11	0	0
WYETH-AYERST		0	0
CROFAB	SMRY 1200 SAV	43	0
Federal + Non Fed Facilities		43	0
CROFAB	SAV 00/12	43	0
SAVAGE LABS		43	0

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		Tot Dollars CalYr/12/1999 (Thousands)	Tot Eaches CalYr/12/1999 (Thousands)
Selected Market		8,450	29
ANTIVENIN	SMRY 0000 USA	8,450	29
Federal + Non Fed Facilities		8,159	28
ANTIVENIN	WYE 81/11	8,159	28
WYETH-AYERST		8,159	28
HMO		72	0
ANTIVENIN	WYE 81/11	72	0
WYETH-AYERST		72	0
MISC - OTHER		59	0
ANTIVENIN	WYE 81/11	59	0
WYETH-AYERST		59	0
CLINICS		45	0
ANTIVENIN	WYE 81/11	45	0
WYETH-AYERST		45	0
INDEPENDENT		37	0
ANTIVENIN	WYE 81/11	37	0
WYETH-AYERST		37	0
MISC - UNIVERSITIES		26	0
ANTIVENIN	WYE 81/11	26	0
WYETH-AYERST		26	0
MISC - PRISONS		17	0
ANTIVENIN	WYE 81/11	17	0
WYETH-AYERST		17	0
LONG-TERM CARE		12	0
ANTIVENIN	WYE 81/11	12	0
WYETH-AYERST		12	0
HOME HEALTH CARE		7	0
ANTIVENIN	WYE 81/11	7	0
WYETH-AYERST		7	0
CHAIN STORES		7	0
ANTIVENIN	WYE 81/11	7	0
WYETH-AYERST		7	0
FOOD STORES		10	0
ANTIVENIN	WYE 81/11	10	0
WYETH-AYERST		10	0

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Copyright IMS HEALTH**IMS National Sales Perspectives: Retail, IMS National Sales Perspectives: Non-Ret
Numbers Are In Thousands (000s)**

		Tot Dollars CalYr/12/1998	Tot Eaches CalYr/12/1998
		(Thousands)	(Thousands)
Selected Market		4,044	24
ANTIVENIN	WYE 81/11	4,044	24
WYETH-AYERST		4,044	24
Federal + Non Fed Facilities		3,859	23
INDEPENDENT		56	0
HMO		47	0
CLINICS		41	0
LONG-TERM CARE		18	0
HOME HEALTH CARE		14	0
CHAIN STORES		6	0
FOOD STORES		4	0
MAIL SERVICE		0	0